

Message Text

UNCLASSIFIED

PAGE 01 VIENNA 05167 111232Z

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ACTION EUR-06

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FM AMEMBASSY VIENNA

TO AMEMBASSY SOFIA

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UNCLAS VIENNA 5167

BEWT FOR RICE AND EBLAN

E.O. 11652: N/A

TAGS: BEXP, BU

SUBJECT: U.S. PARTICIPATION PLOVDIV FAIR 1974

REF: USDOC 8241

1. CONTACTED FIRMS AS REQUESTED REFTEL WITH FOLLOWING RESULTS: A. DIMITRA (BIG DUTCHMAN) PARTICIPATED IN SEVERAL PREVIOUS PLOVDIV FAIRS WITH LITTLE SUCCESS. THIS YEAR DIMITRA WILL PARTICIPATE IN BRNO AND BUCHAREST FAIRS AT ABOUT SAME TIME AS PLOVDIV FIAR AND THEREFORE NOT INTERESTED IN PLOVDIV., B) CONTINENTAL JOHNS MANVILLE. MR. BUKOVACZ IS AWAY. WE WILL CONTACT HIM ON HIS RETURN TO VIENNA JUNE 17., C. BLACK AND DECKER'S TRADE WITH SOCIALIST BLOC IS MANAGED FROM UK OFFICE. VIENNA OFFICE DOES BUSINESS ONLY IN AUSTRIA., D. GENERAL MOTORS IS ALREADY COMMITTED TO PARTICIPATE IN 1974 PLOVDIV FAIR INDEPENDENTLY.

2. WE HAVE CHECKED WTDR'S ON FIRMS MENTIONED IN PARA 1B REFTEL EXCEPT INDUPROMAT AND CONTITRADE AND HAVE FOUND NO CHANGES IN U.S. FIRMS REPRESENTED. WE ARE STILL TRYING TO REACH INDUPROMAT AND CONTITRADE AND WILL REPORT IF THERE ARE CHANGES.

3. WE NOTE THREE AMERICAN FIRMS IN AGRICULTURAL EQUIP-
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PAGE 02 VIENNA 05167 111232Z

MENT FIELD IN EWTC FILES: A) HINDS INTERNATIONAL INC.

(GENE W. HINDS), P.O. BOX 4192, PORTLAND, OREGON 97208.,
B) VERMEER MANUFACTURING CO. (NO NAME OF INDIVIDUAL
OFFICIAL AVAILABLE), 3801 W. WASHINGTON, PELLA, IOWA 50219.,
C) FOOD PROCESSING MACHINERY & SUPPLIES ASSOCIATION. (
NANCY JANSSEN, ADMIN ASSISTANT), 7758 WISCONSIN AVE,
WASHINGTON, D.C. 20014.

4. FOR POSSIBLE FURTHER LEADS WE RECOMMEND THAT EMB SOFIA
REVIEW LIST OF AMERICAN FIRMS WHICH PARTICIPATED IN PREVIOUS
PLOVIDV FAIRS AND REPORT THOSE WHICH HAVE NOT YET BEEN
ASKED TO PARTICIPATE IN U.S. EXHIBIT THIS YEAR. EMB SOFIA
MIGHT ALSO CALL ON BULGARIAN REPS OF U.S. FIRMS TO INVITE
LATTER TO PARTICIPATE IF THIS HAS NOT YET BEEN DONE. EWTC
SENT EMB SOFIA SUPPLY OF PARTICIPATION AGREEMENTS AND
CONDITIONS OF PARTICIPATION FORMS SOME TIME AGO.HUMES

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